

Entrepreneurial Leap Resources

Non-fiction Books:

- *Traction*, Gino Wickman
- *Rocket Fuel*, Gino Wickman and Mark C. Winters
- *Think and Grow Rich*, Napoleon Hill
- *The Millionaire Next Door*, Thomas J. Stanley and William D. Danko
- *Good to Great*, Jim Collins
- *The 7 Habits of Highly Effective People*, Steven R. Covey
- *Unique Ability*, Catherine Nomura, Dan Sullivan, Julia Waller and Shannon Waller
- *The Young Entrepreneur's Guide to Starting and Running a Business*, Steve Mariotti
- *The Lean Startup*, Eric Ries
- *How to Win Friends and Influence People*, Dale Carnegie
- *Great by Choice*, Jim Collins and Jerry I. Porras
- *Built to Last*, Jim Collins and Jerry Poras
- *The Five Dysfunctions of a Team*, Patrick Lencioni
- *The E-Myth Revisited*, Michael Gerber
- *Small Giants*, Bo Burlingham
- *The Startup Owners Manual*, Steve Blank
- *Crushing It*, Gary Vaynerchuk
- *Emotional Intelligence 2.0*, Travis Bradberry and Jean Greaves
- *Essentialism*, Greg McKeown
- *Zero to One*, Peter Thiel
- *Principles*, Ray Dalio
- *Start with Why*, Simon Sinek
- *The Hard Thing About Hard Things*, Ben Horowitz
- *Rich Dad, Poor Dad*, Robert Kiyosaki
- *Entrepreneurial Reflections*, Jay Rodgers

Biographies of Successful Entrepreneurs:

- *Screw It, Let's Do It*—Richard Branson
- *Steve Jobs*—Walter Isaacson
- *Shoe Dog*—Phil Knight
- *Pour Your Heart Into It*—Howard Schultz, Starbucks
- Thomas Edison—(multiple books)
- Walt Disney—(multiple books)
- *I Invented the Modern Age: The Rise of Henry Ford*—Richard Snow
- *Made in America*—Sam Walton
- George Washington—(multiple books)

Podcasts:

- How I Built This with Guy Raz
- The Tim Ferriss Show
- The Multiplier Mindset with Dan Sullivan
- I Love Marketing with Joe Polish and Dean Jackson
- The School of Greatness with Lewis Howes
- Growth Now Movement
- The Gary Vee Audio Experience with Gary Vaynerchuk
- Entrepreneurs on Fire
- Cool Things Entrepreneurs Do
- The Nice Guys on Business
- MFCEO Project
- No Quit Living
- Youpreneur
- Akimbo—Seth Godin
- The Liberator
- Avanti Entrepreneur—David Mammano

Business Blogs:

- EOS Worldwide www.eosworldwide.com/blog
- Score www.score.org/blog
- Derek Sivers www.sivers.org/blog
- Entrepreneur on Fire www.eofire.com/blog
- Foundr www.foundr.com/blog/
- Tim Ferriss www.tim.blog
- Close <https://blog.close.com/>
- HubSpot Sales <https://blog.hubspot.com/sales>
- Sales Hacker www.saleshacker.com/library/
- Abundance 360 www.diamandis.com/blog/
- Seth Godin www.seths.blog
- Lean Startup Co. <https://leanstartup.co/>

Inspirational Quotes:

- “Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure. It is our light, not our darkness, that most frightens us... Your playing small does not serve the world. There’s nothing enlightened about shrinking so that other people won’t feel insecure around you. We are all meant to shine as children do... It’s not just in some of us; it is in everyone. And as we let our own lights shine, we unconsciously give others permission to do the same. As we are liberated from our own fear, our presence automatically liberates others.”—Marianne Williamson
- “The best revenge is massive success.”—Frank Sinatra
- “An entrepreneur is someone who jumps off a cliff and builds a plane on the way down.”—Reid Hoffman
- “You must be very patient, very persistent. The world isn’t going to shower gold coins on you just because you have a good idea. You are going to have to work like crazy to bring

that idea to the attention of the people. They are not going to buy it unless they know about it.”—Herb Kelleher

- “The very first company I started failed with a great bang. The second one failed a little bit less, but still failed. The third one, you know, proper failed, but it was kind of ok. I recovered quickly. Number four almost didn’t fail. I still didn’t really feel great, but it did ok. Number five was PayPal.”—Max Levchin
- “When you’re surrounded by people who share a passionate commitment around a common purpose, anything is possible.”—Howard E. Schultz
- “I had all of the disadvantages required for success.”—Larry Ellison
- “The way to get started is to quit talking and begin doing.”—Walt Disney
- “If you really want to do something, you’ll find a way. If you don’t, you’ll find an excuse.”—Jim Rohn
- “Fall seven times and stand up eight.”—Japanese proverb
- “If you’re going through hell, keep going.”—Source unknown
- “A real entrepreneur is somebody who has no safety net underneath them.”—Henry Kravis